



How To Do Business With The Defense Energy Support Center

Presented by
David Christy
Procurement Analyst

Acquisition Policy & Oversight
Office



Agenda



- DESC Organization
- Steps to Participate
- Regulations
- DESC Acquisition Process
- General Solicitation Content
- Best Value Source Selection



DESC Organization



DEFENSE ENERGY SUPPORT CENTER

Executive Officer
Admin Support
Public Affairs
MILPERS

Director

Executive Director

Deputy Director

Director
Acquisition Policy &
Oversight Office

Internal Review

Customer Support

Director for Operations

Regions

Small Business

Counsel

Bulk Petroleum

DESC Americas

Executive Agent

Business Integration

Direct Delivery Fuels

DESC Europe

Installation Energy

DESC Pacific

Financial Operations

J-8

Energy Enterprise

DESC Middle East

**DLA Enterprise Support
DESC**

DES

Aerospace Energy

**Information Operations
Fort Belvoir J6-F**

J-6

Contingency Plans & Ops

Government Fuel Card PMO





Mission Statement



- The Defense Energy Support Center's mission is to provide the Department of Defense and other government agencies with comprehensive energy solutions in the most effective and economical manner possible.
- DESC Homepage (www.desc.dla.mil)
 - Description of each CBU
 - Solicitations, awards & pricing
 - Military Specifications
 - Small Business Programs
 - News and Events



North American Industry Classification Codes (NAICS)



Identify:

- North American Industry Classification Codes (NAICS) (www.census.gov/epcd/www/naics.html)
 - The NAICS was developed in April 1997 as the industry classification system used by the statistical agencies of the U.S.
 - SBA Applications
 - Central Contractor Registration (CCR)
 - Dun & Bradstreet
 - Dynamic Searches



NAICS



Bulk

Refined Product 324110 (mfr) 424720 (dealer)

Direct Delivery Fuel

Refined Product 324110 (mfr) 424720 (dealer)

Installation Energy

Electricity 221111 (hydro power)
221112 (fossil fuel)
221113 (nuclear)
221119 (other)

Aerospace Energy

Industrial Gases (e.g. argon) 325120 (mfr)
All Other Basic Inorganic Chemicals 325188 (mfr)
All Other Basic Organic Chemicals 325199 (mfr)
Metal Tank (Heavy Gauge) 332420 (mfr)



Data Universal Numbering System (D-U-N-S) Number



Obtain:

- Dun & Bradstreet (D&B) www.dnb.com
 - Nine digit identification number
 - Business information providers
 - Business credit reports
 - U.S. Federal Government requirement
 - CCR application



Register Your Business



Register:

- **Central Contractor Registration (CCR):**
(www.ccr.gov)
 - Primary registrant database for the U.S. Federal Government
 - Requires DUNS number
 - Mandatory to receive DoD prime contracts
 - Allows electronic payment
 - Must be renewed annually
 - Assigns Commercial and Government Entity (CAGE) Code



Federal Business Opportunities



Research:

- Federal Business Opportunities - FedBizOpps (www.fedbizopps.gov)

FedBizOpps is the single government point-of-entry (GPE) for Federal Government procurement opportunities over \$25,000

Government offices publicize required products and services directly through <http://www.fedbizopps.gov>.

Commercial vendors can research, monitor and retrieve contracting opportunities

Automatically notifies vendors of new solicitations



Regulations



FEDERAL ACQUISITION REGULATION (FAR) DEFENSE FEDERAL ACQUISITION SUPPLEMENT (DFARS)

- The FAR provides uniform policies and procedures for acquisition by all executive agencies.
- The DFARS implements and supplements the FAR for DoD contracting.
- Promotes:
 - Customer Satisfaction
 - Commercial Products and Services
 - Competition
 - Integrity, Fairness and Openness
 - Sound Business Judgment
 - Small Business Programs

<http://farsite.hill.af.mil/vffar.htm>



DESC Acquisition Process



- Request for Proposal (RFP)
 - Timely
 - Negotiations
 - Competitive
 - Set-Asides
 - Responsible
 - Evaluation
 - Award Contracts



Solicitation Contents



- Standard Form 1449
 - Solicitation Number
 - Point of Contact with telephone number
 - Unrestricted or set-aside
 - NAICS Code
 - Proposal due date
- SF 1449 – Additional Information Sheet
 - Important Notices to Offerors
 - Questions regarding Small Business – DESC-DU - Lula Manley
 - Tentative negotiation schedule



Solicitation Contents (Cont'd)



- Table of Contents
- Solicitation (Sections B thru M)
 - Section B - Supplies or Services to be Furnished
 - (Products, Quantities, Modes and Locations, or Statement of Work)
 - Economic Price Adjustment
 - Section C - Specifications
 - Section D - Packaging & Marking (if applicable)
 - Section E - Inspection and Acceptance
 - Section F - Deliveries or Performance



Solicitation Contents (Cont'd)



- Section G - Contract Administration Data
 - Payment and Submission of Invoices
- Section I – Contract Clauses
 - FAR and DFARS Statutory clauses incorporated by reference
 - Commercial Clauses
 - CCR
 - Taxes
 - Ordering
- Section J - List of Attachments
 - Subcontracting Plan template
 - Standardized Format - Preparation of Product Test Reports
- Section K – Representations, Certifications, and other Statements



Solicitation Contents (Cont'd)



- Section L – Instructions, Conditions, and Notices to Offerors
 - Submission of Offers
 - Period for Acceptance of Offers
 - Email / Facsimile Proposals
 - Late Submission, Modifications, Revisions and Withdrawals of Offers
 - Criteria for Contract Award
- Section M – Evaluation Factors for Award
 - Best Value
 - Tradeoff Process
 - Lowest Price Technically Acceptable Source Selection Process



Offeror Submission Package



- Offeror Submission Package
 - Offer information
 - G9.07 Electronic Payments of Funds Transfer (Corporate Trade Exchange)
 - Fill-in clauses (K Clauses Certs & Reps)
 - L2.05 Instruction to Offerors – Commercial Items



Questions

